

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Sunland, Inc.

New Mexico Manufacturing Extension Partnership

Sunland Lean Culture Leadership Project

Client Profile:

Sunland, Inc. was founded In 1988, when a group of peanut farmers in eastern New Mexico formed a cooperation to process and market Valencia peanuts. Today, the market reaches from the retail store in Portales, New Mexico, to around the world. In addition to processing raw, roasted salted and unsalted peanuts, Sunland is the only manufacturer of peanut butter in the state of New Mexico. The company employs 125 people.

Situation:

Sunland Inc., was looking for a leadership program that would improve communication and teamwork. Company president, Jimmie Shearer, wanted a training program in which his whole team could participate and develop common leadership tools. He contacted the New Mexico Manufacturing Extension Partnership (New Mexico MEP), a NIST MEP network affiliate, for help.

Solution:

New Mexico MEP developed a customized Lean Culture Leadership program to get the results Sunland, Inc. desired. The first step was administering an assessment survey to determine the training needs of each participant. Specific leadership topics were customized to meet the needs of Sunland management. New Mexico MEP conducted a series of training sessions to reinforce the training and help the participants focus on implementing new leadership skills. As a result of the leadership training, communication is 100 percent better, according to Shearer. "Prior to the training program departments competed with each other. Now they are sharing employees and resources and doing what's best for the company. We are more of a true family," said Shearer.

Results:

- * Anticipated cost savings of \$2.34 million.
- * Reduced changeover time from 1 1/2 hours to 30 minutes.
- * Increased production and efficiency.

Testimonial:

"The most exciting thing is that we [Sunland, Inc.] are all moving in the right direction. We looking at the whole picture now, communicating better and working as a true team."

Jimmie Shearer , President